

## MAS 75 Reopening - Questions from Interact and Webinars

Question	Answer
Could you clarify what you meant about improving process around customers being able to buy toners?	Improved letter of supply will address gray and black market issues.
What is the potential that at some point in the future, that the new enhanced SINS might be closed to new offers	Currently, we expect the SIN to be continuously open to new offers. We will reassess if market condition changes.
Can you clarify the ability to submit an offer on 75-200 and 75-220? Can you have awards on both?	No. Addressed in FAQ.
Can GSA provide an updated TAA list, Country name, abbreviation, and current Y/N status?	Offerors are advised to review clause 52.225-5 Trade Agreements and FAR Part 25 for the latest Trade Agreements Act compliant countries.
What's the exact reopening date for schedule 75?	Addressed in FAQ.
The moderator stated that if you have a legacy 75-200 that you can't have the same items on the 75-220. Ability one requires that you list all their product?	Addressed in FAQ.
If a company currently has SIN 75-200 and is at the end of their 20 year contract, can they follow the streamlined instructions for successful contractors if they want choose SIN 75-220 instead of 75-200?	No, the streamlined procedures are available to contractors reapplying for a contract with the exact same SINs and offerings they currently have awarded on their contract.
Are Mil-Std 129/Fed-Std 123 requirements for these contracts? Will ETS products be sold under the SIN 75 280 since AbilityOne Authorization is not required?	All contractors under MAS 75 are required to comply with Mil-Std 129 and Fed-Std 123. Separately, AbilityOne ETS items must be excluded for all offers and contractors regardless of the SIN the item(s) is under.
How does the TDR Pilot solicitations refresh making participation in the TDR Pilot Voluntary.	Addressed in FAQ. TDR is voluntary under the legacy SINs 75 85, 75 200 and 75 210, but is required for SINs 75 220 and 75 280.
Is a LOS required for ALL products we plan to carry on our catalog or only for the companies listed (ex. HP)?	A Letter of Supply is required for all products not manufactured by the offeror/contractor themselves.
Can the price lists / catalogs be electronic, for example; all items on a website or pdf document, or do they have to be in a printed catalog?	The pricelist must be in Excel format. The required template can be found on FBO <a href="http://www.fbo.gov/spg/GSA/FSS/2FY/2FYB-BU-05-0001-B/listing.html">http://www.fbo.gov/spg/GSA/FSS/2FY/2FYB-BU-05-0001-B/listing.html</a>
I was under the impression that TDR is now optional for all GSA Schedules. Is that not the case? Is there some "waiver" for OS4?	Addressed in FAQ.
If a company has SIN 75-200, can they do a modification to add the OS4 SIN 75-220 and then delete legacy SIN 75-200? Or, do they have to do a brand new offer to get SIN 75-220?	No
Are they going to limit the number of OS4 contract awarded like they have in the past?	No
What agencies have committed to using OS4 dealers?	Please visit the Acquisition Gateway link for OS4 Mandatory Use/Policy Letters by Agency at: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency</a>
What happens if the toner isn't TAA compliant	It must be excluded from the offer. If it becomes noncompliant with TAA during the term of a contract, the contractor is responsible to actively monitor and delete the item from contract.
When will we be able to submit offer on sch. 75?	January 16, 2018
Is there a mandate? If so, what agencies are included and what is the anticipated spend value of those combined agencies .	Please visit the Acquisition Gateway link for OS4 Mandatory Use/Policy Letters by Agency at: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency</a>
What does GSA Recommend contractors do if they have an existing contract written against a legacy schedule but would like to move forward with the OS4 opportunity	See exception N listed in "MAS 75 RULES for Offer and Modification Submittals"
OS3 expires in August 2018, will OS4 be awarded and in effect simultaneously with OS3?	The FSSI OS3 solution is set to expire in December 2019, if final options exercised, and there will be some overlap between the OS3 and MAS 75 vehicles.
Still trying to understand the vendor advantage between Legacy SIN and OS4. The sales numbers seems to be split pretty evenly for 2017 and the note that 80% of OS3 spend went to small business. However isn't it true there is a limited amount of small business vendors currently on OS3 which may skew that 80% data. If you are opening the schedule to all and anticipate an increase of participating vendors can you confirm the spread of spend would remain the same in OS4? Seems the OS4 requires more work and higher IFF rates. But the data from 2013 will not apply to apples to the new OS4?	We recommend reviewing our Market Analysis posted on Interact when making a decision between applying for Legacy or Enhanced SINs.
If a legacy dealer, why would a dealer try for the new SIN codes? What are the advantages to the dealer?	We recommend reviewing our Market Analysis posted on Interact when making a decision between applying for Legacy or Enhanced SINs.
Upon receipt of offers, can you estimate when GSA will award the first OS4 Contracts?	It will depend on the amount of offers we receive.
Are current OS3 or schedule 75 holders required to submit updated LOS or can we wait until submitting new offer	Current MAS 75 holders will be required to provide an updated LOS within 6 month of the refresh. OS3 is a separate IDIQ contract vehicle and changes to MAS 75 does not impact OS3.
Can we offer office furniture on a schedule 75 contract?	Definition of a full-catalog offer is provided in the Critical Information document.
All of the countries are also listed inside the SIP Program	SIP only allows TAA compliant countries to be inputted.
It was my impression that the new administration determined the TDR reporting is a strain on small businesses - and since duplicate information was being provided from the banks via level three reporting data, that this requirement would be reversed.	Addressed in FAQ.
How do your customers determine which contract to buy from? If we currently have an award on 75-200 and move to 75-220, will customers know of the change and find new award seamlessly?	Just as it has done with FSSI OS3, GSA plans to offer extensive training webinars for customers upon award of the new SINs. These webinars should help customers find the products and vendors they need on SINs that suit their business needs.
How will the small business spend percentage be higher when the new 75-220 will be open to more large businesses?	MAS 75 is opened to both small businesses and other than small business concerns. Under OS3, about 80% of the spend is going to small businesses. We expect this trend to not only continue under OS4 and but also increase.
What will be the policy for supplying an LOS when a contractor uses several suppliers?	A contractor must provide a LOS for each supplier it uses.
Can you have both OS3 and apply now for OS4?	Yes.
Are companies required to submit a Readiness Assessment and Dun & Bradstreet Open Ratings past performance if they currently hold Schedule 75, but submit a new offer to obtain 75 220?	Yes
How long does it typically take to approve a contract? do you have a fast track approval process?	Depends on the number of offers. There is no fast track approval process for the enhanced SINs
Will agencies mandate use of the 75-220 Schedule? Provide letters of mandate?	Agencies have mandated the use of FSSI contract vehicle. More information will be provided when the solicitation is released.
What's the messaging to agencies regarding OS3 vs OS4?	OS4 will be replacing OS3, however, we do expect there to be some overlap between OS3 and OS4 during the initial transition period.

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What are the primary reasons behind having both the Enhanced SIN and Non-Enhanced SIN? Why not just have 1?	Addressed in FAQ.
For EPA clause, 552.216-70 ECONOMIC PRICE ADJUSTMENT – FSS MULTIPLE AWARD SCHEDULE CONTRACTS (SEP 1999) (ALTERNATE I – SEP 1999), how will price decreases be initiated for contractors that have opted into the TDR and do not have a Price Reductions Clause applicable to them.	Clause 552.238-75 PRICE REDUCTIONS (JUL 2016) (ALTERNATE I - JUL 2016) applies to contracts with TDR.  (a) The Government may request from the Contractor, and the Contractor may provide to the Government, a temporary or permanent price reduction at any time during the contract period. (b) The Contractor may offer the Contracting Officer a voluntary price reduction at any time during the contract period.
MFC BOA and Price Reductions clause are all referenced throughout the solicitation, without any notation regarding their lack of applicability for a post-TDR/TDR accepted contractor.	For TDR contractors, there is no MFC/BOA but, as you can see, the TDR Price Reductions clause doesn't include any references to the MFC/BOA. A price reduction can be requested by the Government at any time and offered by the Vendor at anytime. It would be accomplished through a price reduction mod in eMod.
What constitutes an initiation for a price increase for a vendor that is using the following EPA method, 552.216-70 ECONOMIC PRICE ADJUSTMENT – FSS MULTIPLE AWARD SCHEDULE CONTRACTS (SEP 1999) (ALTERNATE I – SEP 1999)? Does a cost of goods increase suffice as a reason for an economic price increase request?	See requirements for EPA as stated in clause 552.216-70 ECONOMIC PRICE ADJUSTMENT - FSS MULTIPLE AWARD SCHEDULE CONTRACTS (SEP 1999) (DEVIATION II - JUL 2016)
How will pricing be evaluated for TDR accepted contractors, since they do not have a Most Favored Customer, a CSP, or a Basis of Award customer.	All market research procedures may be utilized IAW with FAR Part 10.
552.238-78 SCOPE OF CONTRACT (ELIGIBLE ORDERING ACTIVITIES) (JUL 2016), states that the contract is nonmandatory. Does this mean that no agencies will be mandated to purchase through the enhanced SINs?	Multiple Award Schedules is not a mandatory source of supply. However, please visit the Acquisition Gateway for agencies that have mandated use of OS4 at the following link: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency%3Ftid=1364?tid=1364">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency%3Ftid=1364?tid=1364</a>
If an agency has signed on to participate in Schedule 75 Enhanced SIN (OS4), and is currently participating in OS3, which of the two contracts prevails while both are active?	The ordering agency will decide. It may take time to get sufficient number of contractors on OS4 and to get OS4 Best In Class (BIC) status.
Will legacy OS3 pricing be used to evaluate OS4 offers? As a competed IDIQ, inclusive of a market basket, we would argue that using the market basket pricing from OS3 would not be applicable to evaluate pricing reasonableness for OS4.	All market research procedures may be utilized IAW with FAR Part 10.
Are manufacturers allowed to make any modifications to the Letter of Supply, omitting any of the text provided in the template?	No
Would any existing Schedule 75-200 or OS3 awardee be allowed to use the streamlined process for a bid for the Enhanced SINs?	No
What should a contractor that has opted in to TDR upload as the CSP into the eOffer system, which is required as per the clause SCP-FSS-001-S INSTRUCTIONS APPLICABLE TO SUCCESSFUL FSS PROGRAM CONTRACTORS (MAR 2016).	Enter "N/A"
In bullet points iii and iv of page 9 of the solicitation, it states that a product narrative needs to be provided for products. What does the government mean by product narratives? Does this mean a broad narrative or is it supposed to be product by product? Since any TDR accepted contractor will not have a Most Favored Customer, how would a contractor support the proposed price?	Product description for each line item. All market research procedures may be utilized IAW with FAR Part 10.
Please explain section c of clause 52.204-10 REPORTING EXECUTIVE COMPENSATION AND FIRST-TIER SUBCONTRACT AWARDS (OCT 2016). Please elaborate what is considered classified information? Does this include proprietary information?	Reference FAR 2.101 Definitions.
The Solicitation does not reference the actual percentage of the Contract Access Fee.	Check IFF clause 552.238-74
How will the GSA validate that a bid is compliant with the applicable compliance programs ie TAA, CPG, JWOD.	Review Critical Information Document
Will there be a formal Q&A period after the final solicitation is released to address any vendor questions?	No. Two webinars allowing Q & A were conducted, one on December 20, 2017 and one on January 9, 2018.
Some contractors have numerous Blanket Purchase Agreements ("BPA") which generate millions of dollars per year in GSA sales. BPAs can only ride off of an underlying MAS. Additionally, many federal government agencies mandate purchases off of the FSSI vehicle. As a result, if contractors are forced to pursue either the MAS or the FSSI, they will inevitably lose business.	The OS4 Enhanced SIN will have both the features of MAS and BIC (former FSSI) and is expected to broaden the opportunities for its contract holders.
Relative to Trade Agreements Act ("TAA"), any contractor that is a reseller, as opposed to a manufacturer, must rely on the manufacturer for country of origin ("COO") confirmation in order to be TAA compliant. The solicitation draft contained a prohibition against resellers relying on its manufacturers for COO confirmation. Is it GSA's position that only manufacturers participate in this Refresh 24 and that resellers be excluded?	The solicitation explains the reseller must actively engage the manufacturer for current COO information.
Last year, GSA was soliciting volunteers to participate in the new TDR reporting and payment tool. At that time, GSA had stated that if a contractor opted in to TDR, the Commercial Sales Practices ("CSP") and Basis of Award ("BOA") requirements would be eliminated. Is that still GSA's position? Or, would OS4 require both TDR and the CSP / BOA requirements?	TDR applies for vendors that opted into the pilot and is required for OS4 Enhanced SIN contract holders. OS4 requires TDR, not CSP/BOA requirements.
Is it possible for a vendor to hold both the 75-220 and the 75-280? We are highly interested in both. If we can hold both how would the following logistics work:  1. Would the same item be eligible for both sins? Ex. Could we sell a manila file folder in the US and in Europe?  2. If so, pricing in Europe will likely need to be different from pricing in the US as the logistics models are different. Can each SIN have unique pricing for the same item  3. If we have the same item on both SINs, will we pay the fees to GSA by SIN or by total sales regardless of SIN?	Yes, identical items can be offered on both Enhanced SINs at different price points, as each Enhanced SIN is meant for a different set of customers based on geographical location. A total fee (IFF and CAF) of 2% will be part of the contract price for ALL offerings under these 2 OS4 Enhanced SINs.
Is this Critical Information Spec Sheet available for us to download?	Yes, both critical information documents, one for enhanced SINs and one for legacy SINs, will be posted on fbo.gov when the MAS 75 RFP opens. Please review the final documents posted on January 16, 2018 as there have been some edits since they were presented at the two webinars.

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When will it be open for bid? Are there restrictions that would restrict a company from getting on	MAS 75 will open on Tuesday January 16, 2018. Offerors must meet the technical requirements, offer fair and reasonable pricing, and otherwise be eligible, such as not being debarred, etc. to receive a contract award
When should an OS3 contract holder look to move to the OS4 platform?	As we expect many offers which will take time to review, it is recommended you start preparing your offer shortly after opening of MAS 75.
how long will the solicitation be open? Is there a due date	The solicitation will be continuously open. There is no due date for offer submittal.
When will GSA Post the documents required to submit the 75-220 offer?	January 16, 2018
I am correct in understanding that the OS4 SINs will not close. They will be open over time	Yes, they will be continuously open.
did you say 75 will open 1/16/18?	Yes
What is the frequency of TDR Reportin	Monthly
Will an existing MAS 75 contract suffice as evidence of past performance?	Please review critical information documents.
What is the "Letter of Commitment from Commodity Team Partner Agency"? It was mentioned at the start of the critical information document but not referenced anywhere else.	It refers to agencies which have committed to using the Enhanced (OS4) SINs. Please review: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency</a>
To confirm, if a legacy contract is converted, will that begin the new 20 year contract	All new contract awards can last up to 20 years from contract award date if all options are exercised.
If you have never done a solicitation for GSA schedule would you advise using a contractor that helps create the solicitations and to do the negotiations?	That is a business decision each offeror must make on their own.
does the company have to have been in this line of business for a certain amount of time prior to applying	Offeror must be in this line of business for two years.
If we have a current MAS 75 schedule and submit an offer under the enhanced SIN will price increases to reflect the additional 1.25 % be approved?	All pricing will be reviewed for fair and reasonable pricing using horizontal pricing and other price analysis techniques per the FAR.
do you have to a current supplier?	If you are not the manufacturer of the items you are proposing, you must submit the letter of supply.
Will there be a formal Q&A after the solicitation is released?	No. Two webinars allowing Q & A were conducted, one on December 20, 2017 and one on January 9, 2018.
I currently sell toners and shredders on my contract, does this mean I have to choose between the contract options	Please choose between the legacy SIN(s) and Enhanced SIN(s) when making your offer.
If we are a current MAS 75 holder (but expires in 6 years) and we are a current OS3 holder - what would be your recommendation for us? OS4 or 75 220?	Please consider your target federal agencies and review agency commitment letters for OS4 at: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency</a>
Would there be a difference between a new Legacy MAS 75 vs. exercising a renewal option on an existing MAS Schedule 75?	Please be aware that existing MAS 75 contracts cannot go beyond 20 years, if all options are exercised. Review how much time you have left on your current MAS 75 contract if all options exercised.
My contract ends in October, will there be a way to extend if I don't get a response in time?	Please be aware that existing MAS 75 contracts cannot go beyond 20 years, if all options are exercised. Submit your new offer shortly after opening date after careful review of requirements.
Can you walk through the LOS requirements for a company that is only selling copy paper?	All offers must submit a LOS who do not manufacture the items themselves. The second portion of the LOS only applies to toner.
Will OS4 offers need to be submitted on Eoffer or by email?	Eoffer.
If you had renewal of MAS-75 which required TDR are you saying you can go back to the other previous reporting system?	Those contractors eligible to opt out of TDR will be alerted by their Contracting Officer.
Can a company be awarded both of the new SINS simultaneously and if so, how will GSA handle the logistics of having the same items under both SINs	Yes, identical items can be offered on both Enhanced SINs at different price points, as each Enhanced SIN is meant for a different set of customers based on geographical location. A total fee (IFF and CAF) of 2% will be part of the contract price for ALL offerings under these 2 OS4 Enhanced SINs.
Would you say that GSA leans towards vendors applying for OS4?	GSA wants to serve our customers with the contracts they want to use, whether it is the legacy or enhanced SINs. Please consider your target federal agencies and review agency commitment letters for OS4 at: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency</a>
what if the business has government contracts for other things (unrelated) to the schedule, for 9 years? Is the 2 year requirement still applicable since the past performance for this line of business is only one year or less?	Offeror must be in the office supplies business for 2 years.
If you are in year 17 of your current contract and need to submit a new contract altogether must it be identical to the current offering (SIN and SKUS) or can it be a new offer?	You may submit an offer to reflect your current product listing. For the streamlined offer process for legacy SINs, you must submit the same SIN(s) as on your current contract.
Is there something that a consumables/toner company should look at to determine OS4 or MAS75.	Please consider your target federal agencies and review agency commitment letters for OS4 at: <a href="https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency">https://hallways.cap.gsa.gov/app/#/gateway/office-management/9382/updated-os-4-mandatory-use-policy-letters-by-agency</a>
So to sell toners, a company needs to chose between bidding on OS4 or MAS75	Offerors may choose either to offer on the legacy or enhanced SINs for office supplies including toner.
If we decide to apply for OS4, but do not get a reward, can we still apply for the legacy SIN?	Yes. However, only submit your offer with legacy SIN(s) if you are rejected for not being able to meet an OS4 contract requirement.
Can we submit an offer based on margin instead of discount in our Price Proposal Template?	No, please follow Price Proposal Template instructions.
Can I offer Toners under 75-220 and shredders under 75-200	No, an offeror may choose to submit an offer on either the legacy or enhanced SIN(s), but not both.
Where can I see the fast track procedure for Legacy SINs?	Legacy contractors may reach out to their Contracting Officer regarding the Streamlined Offer Process.